

Message Text

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R 211721Z AUG 75
FM SECSTATE WASHDC
TO ALL AMERICAN REPUBLIC DIPLOMATIC POSTS
AMCONSUL CURACAO
AMCONSUL PARAMARIBO
USCINCSO

UNCLAS STATE 198846

E.O. 11652: N/A

TAGS: BEXP, XM

SUBJECT: COMMERCIAL OFFICERS CONFERENCES - LATIN AMERICA

REF: STATE 187328

1. APPRECIATE POSTS RESPONSES REFTEL. HOWEVER, STILL
AWAITING FSO CONFIRMATION CABLES FROM BRIDGETOWN, LA PAZ,
SAN JOSE, CURACAO,
QUITO, GUAYAQUIL. ALSO NEED KNOW WHETHER ROJAS AND LIPPE
ABLE DO PRE-CONFERENCE TRAVEL AS OUTLINED REFTEL PARA 5.
CABLED RESPONSES REQUESTED NO LATER THAN AUGUST 25.

2. AS RESULT RESPONSES RECEIVED REFTEL TO DATE, CONCUR
WITH OR PROPOSE FOLLOWING CHANGES:

FOR SAN JUAN CONFERENCE:
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A. ACKNOWLEDGE WITH REGRET INABILITY OF PARAMARIBO TO
RELEASE ANY REPRESENTATIVE. ALSO ACKNOWLEDGE WITH REGRET
INABILITY OF PANOS (PANAMA) TO ATTEND.

B. CONCUR WITH MANAGUA'S REQUEST TO SUBSTITUTE HENDRIK VAN DEN BERG FOR JAMES GORMAN.

C. SINCE PORT OF SPAIN UNABLE RELEASE JAMES TODD FOR PRE-CONFERENCE TRAVEL, PROPOSE RALPH GRIFFIN (GUATEMALA) AS REPLACEMENT FOR PANEL A (REFTEL PARA 5). GRIFFIN WOULD VISIT SAN JOSE AND PANAMA AND INCORPORATE HOME POST EXPERIENCE.

D. REGRET THAT STATE/COMMERCE UNABLE FUND ROBERT RICHMOND FROM WASHINGTON.

E. EITHER JOSEPH SMITH OR GEORGE KACHMAR BUT NOT BOTH MAY BE FUNDED FROM ASUNCION. THE ATTENDEE WILL ALSO BE EXPECTED PARTICIPATE IN PANEL OUTLINED REFTTEL PARA 7A.

FOR MEXICO CITY CONFERENCE:

A. ACKNOWLEDGE WITH REGRET AND UNDERSTANDING INABILITY OF BOGOTA RELEASE SINN FOR CONFERENCE. HOWEVER, DUE GREAT IMPORTANCE THIS EVENT, REQUEST THAT BELL BE PERMITTED ATTEND IN ADDITION GIBSON AND THAT BELL STILL PARTICIPATE IN PANEL A (REFTEL PARA 5) AND RELATED PRE-CONFERENCE TRAVEL. BELL WOULD VISIT CARACAS (IN LIEU OF LIMA) AND MEXICO CITY IN ADDITION TO INCORPORATING HOME POST EXPERIENCE. WHILE IN CARACAS, WOULD HOPE THAT BELL COULD ALSO SPEND LIMITED TIME ON RECENTLY COMPLETED VENEZUELA SECTORAL SURVEY AS IT RELATES TO PANEL C (REFTEL PARA 5).

B. CONCUR WITH REPLACEMENT OF ROBERT MILLER (MEXICO CITY) BY ROBERT KOHN (MEXICO CITY) FOR PRE-CONFERENCE TRAVEL FOR PANEL B (REFTEL PARA 5). KOHN WOULD VISIT LIMA (IN LIEU OF CARACAS) AND QUITO IN ADDITION TO INCORPORATING HOME POST EXPERIENCE. KOHN WILL BE EXPECTED DRAW PARTICULARLY ON LIMA'S EXPERIENCES WITH COMMERCIAL PRESENCE FAIRS AND GUAYAQUIL/QUITO'S EXPERIENCES WITH SELF-HELP PROMOTIONS.
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C. WOOD WAS SELECTED FOR HERMOSILLO REPRESENTATION. SINCE MONTERREY ALREADY REPRESENTED BY MULLIN, REGRET UNABLE FUND ADDITIONAL OFFICER (GLASS) FROM THAT POST.

D. CONCUR WITH MEXICO'S NOMINATION OF JOSE LOPEZ, RAMON NAVARRETE, ROBERT DAVILA AND CHARLES CROWLEY FOR FSL PANEL IN MEXICO CITY.

E. REQUEST THAT WILLIAM HAYNE REMAIN AS PANELIST AS OUTLINED REFTTEL PARA 7A. IN LINE WITH SIMILAR PANELS AT PREVIOUS CONFERENCES, HAVE FOUND OPTIMAL TO DISCUSS CCP MANAGEMENT FROM VIEWPOINT OF SENIOR E/C OFFICER WITH RESPONSIBILITY FOR OVERALL MANAGEMENT, FROM VIEWPOINT OF E/C OFFICER WITH RESPONSIBILITY FOR DAY-TO-DAY MANAGEMENT,

AND FROM VIEWPOINT OF E/C OFFICER WITH RESPONSIBILITY FOR IMPLEMENTING DIRECTIVES AND PROGRAMS OUTLINED IN CCP. FOR MEXICO CITY CONFERENCE, ABOVE CATEGORIES WOULD BE FILLED BY WILLIAM HAYNE, MARTIN HEFLIN, AND STEPHEN GIBSON, RESPECTIVELY. HAYNE SLOT HAS BEEN FILLED AT PREVIOUS CONFERENCES WITH PETROW (PARIS), ELY (ROME) AND CULBERT (TOKYO) WITH EXCELLENT RESULTS. STATE/COMMERCE WOULD HOPE THAT STANFORD COULD PARTICIPATE WITH AMBASSADOR IN BUSINESSMEN'S PANEL TENTATIVELY SCHEDULED FOR SEPTEMBER 25 AT 9:30 A.M.

F. REGRET THAT LACK OF AGENDA TIME PRESENTLY PRECLUDES ADOPTION OF MEXICO'S RECOMMENDATION TO INCLUDE SEPARATE WORKSHOP ON DEVELOPMENT OF MEASURES TO QUANTIFY CCP ACTIVITIES AND BETTER IDENTIFY RESOURCE LEVELS. BELIEVE SUBJECT MATTER CAN BE COVERED BY PANEL MENTIONED REFTEL PARA 7.

3. ALL POSTS AFFECTED BY PARA 2 ABOVE REQUESTED CABLE WASHINGTON NO LATER THAN AUGUST 25 IF UNABLE MAKE NECESSARY ADJUSTMENTS.

4. DETAILED INSTRUCTIONS FOR PANELS OUTLINED REFTEL PARA 5, 6, AND 7 WILL FOLLOW SHORTLY TO PANELISTS. DETAILS ON ADDITIONAL POLICY PANEL FOR MEXICO CITY CONFERENCE AND UNCLASSIFIED

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ON WORKSHOPS ON OFFICE OF EXPORT DEVELOPMENT (BIC) PROGRAMS FOR BOTH CONFERENCES ALSO FOLLOWING SHORTLY. SELECTION FOR SAN JUAN FSL PANEL (REFTEL PARA 6) FROM POST NOMINEES WILL BE CABLED PANELISTS ABOUT AUGUST 25. AGENDA WILL BE CABLED ALL POSTS ABOUT AUGUST 29.

5. REFTEL PARA 9: HOTEL SPACE IS BEING RESERVED AS FOLLOWS: FOR SAN JUAN, PUERTO RICO CONFERENCE ALL PARTICIPANTS AT CARIBE HILTON (APPROX. RATES: SINGLE DOLS 23, DOUBLE DOLS 25). CONFERENCE ACTIVITIES SEPTEMBER 17-19 WILL ALSO TAKE PLACE CARIBE HILTON. FOR MEXICO CITY, SPACE BEING RESERVED AT HOTEL CONTINENTAL (APPROX. RATES: SINGLE DOLS 15, DOUBLE DOLS 17.25). CONFERENCE ACTIVITIES SEPTEMBER 23-25 WILL TAKE PLACE AT U.S. TRADE CENTER. ALL INVITEES REQUESTED CABLE WASHINGTON APPROXIMATE ETA AND ETD AND WHETHER WANT SINGLE OR DOUBLE ROOM ACCOMODATIONS NO LATER THAN AUGUST 25. UNLESS OTHERWISE ADVISED, INVITEES WILL NOT BE MET AND SHOULD PROCEED DIRECTLY TO HOTEL AFTER ARRIVAL. MAW

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